

JRS Building Speaks for Itself

Mineola, NY- When it comes to sales, JRS Architects, P.C. lets its building do a lot of the talking. The building's exterior gives potential exterior- and interior-design clients a good idea of the talent housed within its sleek design. JRS was able to design and build its new 10,500 square-foot headquarters and "advertising billboard" with the help of a "brick and mortar" 504 loan from the U.S. Small Business Administration, the Long Island Development Company and Fleet Bank. According to John Sorrenti, founder and president of JRS, "Our building is now one of our best advertisement vehicles."

Already recognized as number 86 on the list of *Interior Design Magazine's* Top 100 Design Firms in the country, the visibility of JRS' new building can only help propel them higher on that list. In fact, serving clients throughout the middle-Atlantic states such as JP Morgan Chase, North Fork Bank, Major League Soccer, Adelphi University and Columbia Presbyterian Medical Center led *Interior Design* to rank JRS as the fourth-fastest growing design firm in the country.

Sorrenti says his business acquaintances told him not to try the SBA route for the financing he needed because it would be a horror story. But he decided to try anyway. "The SBA and LIDC team were great. It was a great experience," says Sorrenti. "They really took an interest in us. The experience was not at all like the old perceptions of the SBA. If you provide all the paperwork on their checklist, it's easy," Sorrenti advises. The financing, "advertising" from the new building and a talented staff has also allowed Sorrenti to grow his 18-year old firm from 25 to 30 employees.

Sorrenti also adds, "As a result of the SBA funding for our new building we have been able to give back to the community. Because of our new site we have been to institute the JRS Holiday Tree in our lobby. Each year the Holiday Tree serves as a Toys-for-Tots collection site. We have had great response from the community for the U.S. Marine Corps Holiday Toys-for-Tots campaign. Hundreds of donated gifts are collected each year from our building and distributed back to the community through the efforts of the Marines. We are happy to give back to the community that has given us so much."

So whether you are in the market for architectural-design services, in need of small business financing or just need some eye candy, you'll want to take a ride down East Jericho Turnpike for some motivation or stimulation.